

Support Seen Necessary To Establish DP Controls

Auditors Get Word—Gain Management's Confidence

By Marvin Smallhauser

CW West Coast Bureau

SANTA MONICA, Calif. — If the EDP auditor is going to kayo, the computer-assisted fraud, then he is going to have to work a little more on his clout.

That was the recurring theme here recently at the first national EDP Auditors' Conference, more than 225 auditors were there with the auditors' Image '73 and the threat of computer fraud.

The need for standards for EDP auditors was another basic theme at the conference which was sponsored by the fledgling EDP Auditors Association, organized last fall.

The two-day conference featured speakers from across the country who emphasized the need for auditors' support of management to secure the "clout" to establish data processing controls.

Auditors, the speakers stressed, have a major difficulty in establishing their identity and finding how to influence management to set up these controls.

Russ Quinn, a general auditor with Rockwell International, Inc., Segundo, Calif., focused on the auditor's fight of non-identity.

"We're not sure what it takes to qualify as an EDP auditor," the keynote speaker emphasized. "We're not sure how we should apply our EDP audit resources; whether we should concentrate on systems controls, operations, management, selection of equipment, project management or all of these."

But at the same time, he made clear it is the responsibility of the EDP auditor to "assure management it is obtaining a maximum return on its investment in EDP" and to give management visibility

into its investment.

William H. Murray of IBM urged the auditors to independently assess the risk of fraud.

Murray, senior program administrator for data security at IBM's Data Processing Division, said the auditor must be customer-oriented and recommendation-oriented.

The goal should be to recommend action or provide visibility of the level of risk, he said.

The problem of standards was detailed by Robert Beals of Arthur Andersen & Co.

He said standards must be established for design and installation of systems, for training of auditors and to gain acceptance of management.

Beals was critical of the lack of software

security built into hardware by manufacturers and the lack of audit software packages from manufacturers.

He criticized the failure of manufacturers to include controls in software.

T.B. Barron, senior EDP auditor for Great Western Financial Corp., called for basic standards for auditing and guidelines for standards.

He urged the auditors against getting "too technically involved."

"If a guy is going to get to you, he is going to get to you," he said, and counseled the auditors to do what is reasonable without making controls needlessly complicated.

Continuing the conference's central theme, Joseph J. Wiesman, who heads a computer audit software firm, called EDP auditors "the world's worst salesmen" and

Plight of Non-Identity Found Crucial to Role

told them they will have to sell their function to management.

Unless they can sell themselves to management and get resources to work with, then auditors will continue to be severely inhibited in their efforts to monitor computer operations, he said.

Daniel Cashier of Coopers & Lybrand, Los Angeles, urged auditors to take a more aggressive role in business relating their efforts to business objectives.

In EDP audits, he went on, the auditors should be assigned three important roles: performance of traditional audits, performance of operational audits and educational assistance to management.

"It is imperative," he said, "that systems be designed to be more effective internal controls and to achieve optimum utilization of EDP resources and data."

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Programs have been written to accompany such courses in Wharton's curriculum as econometrics and operations management.

IBM 370's

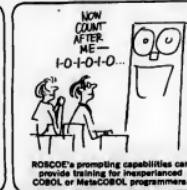
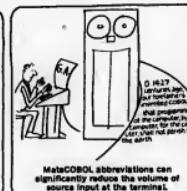
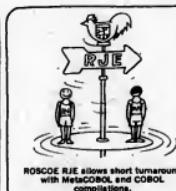
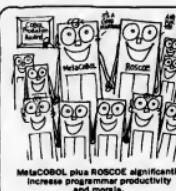
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Voting Lists Challenged in Court

By Patrick Ward
Of The City Staff

NEW YORK — This city's most recent election using computer-prepared voting lists is under challenge in the State Supreme Court.

A voting rights group here has charged that use of "hastily prepared" printout lists in a recent school board election violated some citizens' right to vote.

State law requires use of buff-colored permanent registration cards for all elections. The buff cards carry the voters' signatures.

In the case of the school board election, though, the Board of Elections wanted to use computer printouts for voter listing, because the buff cards would be needed again by the June 4 primary. Because of the time limit, the legislature decided to allow use of the printouts.

The Committee for Democratic Election Laws objected to the move, however. Their attorneys argued that state

law specifically requires the buff cards so that voters' signatures can be checked at the polls.

The committee also had technical objections to using the printouts. "We felt there would be a lot of errors in that there were 3-1/2 million voters involved," said Judy Baumann, the committee's national secretary, and former executive director of the group. "We don't have any objection to computer lists, per se," she said, but the committee thought the "set-up process would not be sufficient."

After the election, Baumann said, "We had complaints from all over the city. We had people who had been registered voters for years who were turned away at the polls." People had been warned to bring identification to the polls, she added, but many long-time voters had not done so.

Neither the voting rights committee nor the Board of Elections could give a figure on the number of persons turned away at the polls.

IBM Hits Justice 'Violation'

(Continued from Page 1)

that IBM had taken some statements out of context in making the charges and had grossly misrepresented other government statements.

Furthermore, the Justice lawyers charged that the IBM position if accepted would allow IBM to go on a massive fishing expedition through government files that might take years.

In addition, the department lawyers noted they had complied fully with the IBM document requests and stated the new IBM motion should be denied with prejudice.

"For the second time in this lawsuit, defendant has devoted a mass of papers, without any specific purpose, unsupported assertions and self-serving statements, albeit sworn to, to the myth that the government came under some all-inclusive obligation to preserve documents" prior to a court order to that effect, the government attorneys said.

"However, by the very act of making these claims, submitting these affidavits

and asking for an audience with the court on the subject, IBM's counsel have again served IBM's purpose to delay preparation and consideration of this case on merits," the government said.

IBM said the government has "special obligations" to preserve documents which may be relevant to the defense of the case, which is the other side of the case it has asked for.

In addition, IBM said the government as prosecutor in this case had a special responsibility not to destroy or withhold information that might be useful to the defense, citing the recent Daniel Ellsberg case as one of the precedents for this claim.

IBM Enhances VS To Allow Disk Mix

(Continued from Page 1)

switch capability allows users to dynamically switch a disk subsystem between two control units so that two mainframes could share the same data base.

The intermix feature will be important to users who already have a 3330 capability but want to add 3340 disks. For installations with a diverse job mix, the 3340 data modules with a capacity of 35 megabytes/spindle offer a more flexible option than can match the 100MB bytes/spindle capacity of the 3330.

In addition, the 3340 has a data transfer rate of 885 kbytes/sec compared with the 800 kbytes/sec rate of the 3330. For users with a long-term contractual commitment to the 3330, it will add the 3340 technology can be added without abandoning the earlier disk subsystem.

A remote switch doubles the maximum number of drives that can be attached to a controller to 32 drives/3820 or ISC on the 145. With the 158 and 168, up to eight strings or 64 drives of 3340s can be attached.

A remote switch attachment will allow the configuration of a string switch on the control panels of the multiprocessor 158 and 168 systems.

To support these hardware features, IBM said OS/VSI and OS/VSI2 will be extended to support the 3340 disks. OS/VSI will be available with first 3340 delivery on the 370/135 through 168 in March 1974. OS/VSI2, Release 2 will be available for models 145 to 168 on the same date.

First deliveries of the hardware features are scheduled for June 1974. The 3340 will not be supported on 360 mainframes nor will it be supported on systems which use non-virtual operating systems.

Management Text Geared to Major User

BOSTON — A new book expounding on the decision executives must make in dealing with DP problems has been published by Alyn & Bacon here.

Written by two *Computerworld* staff members, *Computer Use: An Executive's Guide*, is a management text for major users of DP services, or "corporate officers who must have the insight to evaluate present and proposed DP departments," according to one of the book's reviews.

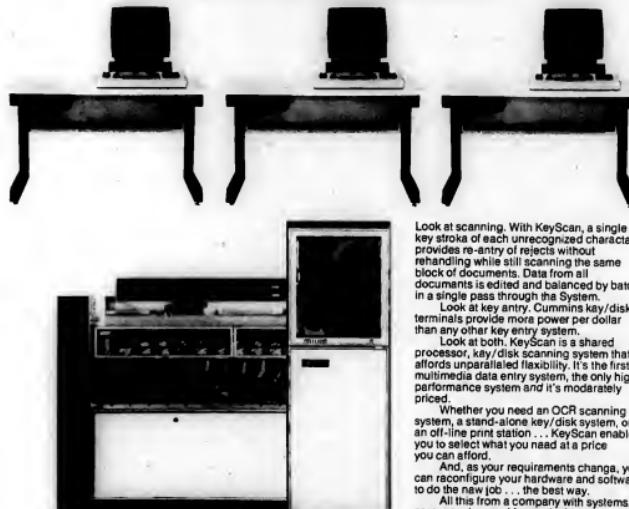
John Alexander, a division manager of the American Management Association, noted the book would also be helpful to corporate executives "not involved in DP directly," but involved in DP decisions.

Written by Edward J. Brice and E. Drake Lundell Jr., after more than two years of researching CW files and general notes, the book covers various problem areas, including system (and software) selection, contracting, security, financing and personnel. Several appendices of DP applications and sample contracts are also included.

The book is available for \$13.95 from Alyn & Bacon at 470 Atlantic Ave.

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Antitrust Laws, an Historical Perspective — Part I

Hatred of Monopolies an 'American Political Habit'

By E. Drake Lundell Jr.
Of the CW Staff

Antimonopoly feelings are woven into the fabric of American life and law with a few threads from English common law and some from particular American experiences.

"Hatred of monopoly is one of the

Since IBM is being sued by the U.S. Government on antitrust grounds, let's look at the history of antimonopoly legislation and how the computer community can understand the arguments of the case.

Therefore, *Computerworld* is presenting this series on the history of the antitrust laws and an outline of some of the major antitrust cases that have been tried, plus an analysis of how these past cases relate to the present action against IBM.

Oldest American political habit, and like most profound traditions, is consisted of an essentially permanent idea expressed at different times," according to an article by William L. Letwin on "Congress and the Sherman Antitrust Law 1887-1890" in the University of Chicago *Law Review* of 1956.

"Monopoly" as the word was used in America, meant at first a specific legal privilege granted by the state; later it came more often to mean exclusive control that a few persons achieved by their own efforts; but it always meant some sort of unjustified power, especially one that raised obstacles to equality of opportunity," Letwin noted.

Historical Background

The early American colonists brought the idea that the government should not set up any monopolies with them from England, where in 1624 a statute on monopolies had severely limited the right of the king to grant exclusive privileges, and that statute is reflected in some of the earliest laws of that country.

For example, the colony of Massachusetts Legislature passed a law that "there shall be no monopoly granted or allowed among us," and several other states passed similar measures, even though none were as specific, in the time preceding the Revolution.

An antimonopoly provision was almost embodied in the U.S. Constitution itself at the urging of Thomas Jefferson. Several states, most notably New York, Massachusetts, Rhode Island and New Hampshire, advocated placing a prohibition of monopolies in the Bill of Rights.

But even though no mention of the monopoly question was contained in the final version of the Constitution, "No one argued that the prohibition was omitted because the public favored or was even indifferent to monopolies," according to Letwin.

The antimonopoly feelings later played a large part in deflating the Second Bank of the U.S., which had been condemned as a "monster monopoly" by no less a foe of the bank plan than President Andrew Johnson.

Antimonopoly feeling reached its peak after the Civil War as the country entered the Industrial Age and as larger corporations came to dominate the economic life of the country.

At about the same time, a fear of plutocracy was born, particularly in the sections of the nation still devoted to agriculture.

Fear of Wealth Prevailed

This fear of the rich captains of industry, the plutocrats who achieved their power and influence by wealth, replaced the earlier American fear of oligarchy, or government by the few.

The fear was based not so much on the worry that the new plutocrats would actually overthrow the American system

of republican democracy, but rather a fear that with their great concentrations of wealth they would be able to subvert the government and make it do their bidding.

Led by the grangers and the other patrons of agriculture, the small farmers began to lead the fight against monopolies, particularly the railroads, which they depended on to move their goods.

At the Illinois Farmers Convention of 1873, according to Letwin, the first resolution passed that declared all "monopolies, not regulated and controlled by law, have proved detrimental to the public prosperity, corrupt in their management, and dangerous to republican institutions."

The second resolution struck at the railroads, which were seen by the farmers as the prime example of a monopoly. It declared that "the railroads, except in those countries where they have been held under the strict regulation and

supervision of the government, have proved themselves arbitrary, extortionate and as opposed to free institutions and to the public welfare."

"Monopoly" . . . always meant some sort of unjustified power, especially one that raised obstacles to equality of opportunity."

free commerce between states as were the feudal barons of the Middle Ages."

Trusts Appear

Antimonopoly feeling became even more concentrated in the 1880s, when "trusts" or combination of firms in one industry began to appear.

Under the trust device, one firm would gain control of all others or most others in a particular industry and would divide the market between these firms, usually on a geographical basis.

Certainly the most famous of these was the Standard Oil trust, but trusts sprung up in almost all areas of American business life, including the paper bag trust, the envelope trust, the salt trust, the paving-pitch trust, the school slate trust, the sugar trust and even the whiskey trust.

As trust building took hold of business life in the late 1880s, the public clamor against them grew, with people claiming they subverted the government through bribery and victimized the consumer by driving out competition and raising prices.

But while there was a great deal of criticism against the trusts, few people could offer solutions for dealing with them and limiting their power. This was left to the politicians who soon got into the act.

Next week: *The Sherman Antitrust Act becomes the monopoly law of the land.*

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Management Must Pick Goals, Panel Says

Good Training Program Fills Company, Trainee Needs

By Michael Weintraub

Of the CW Staff

NEW YORK — A good training program takes into account both the needs of the company and the desires of the trainees, according to an NCC session on in-house training — "Methods, Media and Interaction."

But lest anyone mistake the horse for the cart, said Dr. John Connally, vice-president of manpower planning at Chase Manhattan Bank, "training is a management function."

"It is management who must decide what objectives the training program must meet and other factors which then be translated in such a way as to benefit both the trainees and the company."

As an illustration of a training program with sound technical goals but questionable benefits for the trainees, Dr. John Hughes, an industrial psychologist at IBM, pointed to some computer schools

which, "while they may teach students the mechanics of programming, many times can't find jobs for their graduates. 'In a case like this, while the training program met the goals of the company, it was far short of benefit to the students,' he noted."

To bring these two objectives into line, Connally advised users to analyze the population using the training. "It is important to show these people where their final work product fits into the entire system."

"As a regular practice at Chase, programmers frequently visit other departments. This is to show them how their work is used, how it can improve their function and make them aware of the problems in other areas," he said.

One way of determining if the training is working, is to develop feed-back procedures such as pretesting and posttesting.

Users should become familiar with various media available for training and when such media can be used most effectively, according to Rudy Gartzman, consultant for Intergroup Production.

He stressed that the object of choosing a media was to optimize the time taken to train against the result obtained.

Film is the most vivid media, Gartzman said, as it has color, motion and sound.

The most effective training is that which allows the student to participate, Hughes said.

Another suggestion was to look within the company to find people who were more often in contact with users and opinions and make them instructors.

These people are not always the management personnel, Connally said, but they are credible and understand the people they are teaching.

Many training systems are designed to get people to accept new methods — not

just to teach new techniques — Connally added.

This means users must consider all objectives honestly before deciding on a training program. For example, if the object is to get the accountants to accept an on-line entry, then the training should involve showing the department how on-line entry works and where it fits into the operation. It is not necessary for them to learn programming.

Theory, Technology 'Can't Get Together' In Social Sciences

NEW YORK — "Social sciences today are facing the same problem which plagued early business simulation, namely the inability of technologists and theorists to get together," stated William O'Lekay, research fellow at the Industrial College of the Armed Forces, at an NCC session on international relations simulation.

Simulation in the social sciences is not, as yet, widespread. This is due in part to the fact that it is much harder to generate a model around a specific problem, than to adapt a model for general use and plug a problem into it, according to Richard Van Atta, assistant professor at the School of International Services of the American University.

This "laziness" is holding social science simulation back, said George L. Draper, Joint Chiefs of Staff, U.S. Air Forces. "Models have to be developed to meet a specific goal," he said. "Unless input is oriented to the user and his problem, the model loses credibility."

The question of credibility, or validity, is a major problem in the opinion of Jeffrey Miletin, professor of political science at Yale. This, he said, is one reason computers have not been integrated into policymaking activities to any large extent.

"The results of a simulation model are valid if considered as a source of alternative," stated Miletin, "but they cannot be taken as the undisputed correct answers."

Draper attributed the lack of computer use by "policymakers" to politics. "A policymaker wants support for his preferred position, not an objective appraisal of the situation. In other words, he wants to know how to get from A to B, but not whether he should actually be going from A to B."

The panelists agreed that computers were not essential to intelligent simulation. In many cases, that the work could be done manually if somewhat more slowly. "However," O'Lekay said, "using the computer guarantees the results match the input parameters. A computer won't alter parameters while going through calculations, whereas humans tend to do so unwittingly, largely because of ideological biases."

The main focus of social sciences now, in Draper's opinion, should be an effort to pool existing software technology.

Error Riles Solons

PITTSBURGH, Pa. — A "computer error" concerning a new mass transit system has caused a furor among local politicians here. The Urban Mass Transit Administration has accepted blame for the "error" which showed costs of the Port Authority Skybus program as being \$356 million, \$128 million higher than had been projected.

But the human error was the result of doubling the final Phase C cost of the Early Action Program which combines Skybus construction with two bus-only express lanes and trolley car rehabilitation, an administration spokesman said.

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Who Cares About Security?

NEW YORK — After listening all day to computer industry officials claim users are not interested in data security, two users said "not so."

There were seven hours' worth of data security discussions at the NCC, with an interim report on IBM's five-year, \$40 million study as a focal point.

Toward the end of the day, Peter Browne, an official of State Farm Mutual Automobile Insurance Co., said there was only an "element of truth" in the claims that users were not concerned about data security.

He was reacting to a suggestion that IBM's study was started only as a result of a "gut feeling" by T. Vincent Leeson.

Richard Mills of First National City Bank chided session chairman C.L. Foster of IBM, suggesting, "Why don't we call a meeting of all computer users not interested in data security, and see how many show up?"

Foster claimed users would only accept security if it were offered without additional charge.

ACM Chiefs Challenged on Bylaw Change

By Michael Weinstein

Of the CW Staff

NEW YORK — You won't guarantee members, just as you will be pretty close to ivory soap," according to Joseph Cunningham, executive director of the Association for Computing Machinery, at the Members' Officer Forum.

But if all is happiness at ACM from the executive views, comments from the rank and file represent a divergent outlook.

At the forum, which the executive members ranged from the cry of poor financial operation; publications that were alleged to be too esoteric and academic; the dropping of local support programs; and the issue

of the executive changing the bylaws as a means to control the local chapters.

The bylaw changing complaint seemed to be that the ACM officers do not care enough about the problems of the great mass of applications- and business-oriented computer professionals.

Officers stated it was too hard to produce consumer-type publications, since the association had no solid audience.

The rationale continued that these articles were always coming from the universities as companies did not like their employees to present articles for publication.

Anthony Ralston, ACM presi-

dent, added there was not enough money to hire a large staff to put together such a publication.

One member asked for more activity within the areas of support for seminars in order to raise the professional level of the industry.

But probably the most emotional issue raised was the allegation that the officers of the association had changed bylaws without the advice or consent of the lay members at a previous meeting held in Anaheim, Calif.

The substance of this change pertained to raising masters of im-

portance.

Previously, any 10 members of

ACM who felt some issue was

important could petition for a general referendum.

The bylaw change stated that 5% (about 1,000 members) of the association had to petition for this general referendum.

The charge from some of the lay members is that the officers made this change to develop a tool to make the local chapters "tow the line."

The allegation is that the officers are using this situation to tell local chapters that if they do not follow the direction of the national body their charter will be taken away.

Jean Sammet, ACM vice-president denied this allegation, asserting that the real reason for raising the number of members was solely financial.

Pointing out that members as required by raised issues cost the association about \$5,000, ACM was only trying to make sure issues raised were truly important and not just the view of some splintered group, she said.

This explanation did not convince a member from a Texas chapter who stated that previously, Mr. Sammet had told him the changes in the bylaws had been raised for discussion at the previous Anaheim meeting in connection with a chapter that was violating the official policy of ACM.

Ralston said the officials had changed the bylaws and not the constitution and therefore it was unnecessary to notify members.

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User Support Needed

NBS Report on Interface Standard Misrepresented

About a month ago I wrote about the question of who should represent the U.S. in the area of channel interface standards. The point I was making was that many of the trade associations and user groups are not effectively supporting the national bodies concerned with standards. As a result, questions are raised about the support or lack of support for channel interfaces, which is a very ordinary user need, were being decided by special interests.

In the case in point, a number of X3 I was asked to vote either to approve a decision that the U.S. was not prepared to provide any technical support or even commentary upon a proposed interface standard or else come up with some viable support.

The question concerned had apparently been addressed earlier by an ANSI technical subcommittee which said specifically that "we believe that support for a channel-level interface throughout the ISO community is diminishing."

The Ecma General Assembly has asked to withdraw standard support of the Ecma proposal for a channel-level interface as reported in Ecma/GA/72/44. The U.S. has issued a Science and Technology Report on "Means of Achieving Interchangeability of Computer Peripherals" which recommended that no attempt be made to develop a single, federal interface standard."

Now, what the European computer manufacturers want to do is of only incidental interest to me. Computer manufacturers have their own problems but computer users are the people I am concerned with.

So the area that concerned me was the U.S. National Bureau of Standards' comment extracted by the committee opposing — on the surface — a single standard. Trusting the committee to have extracted the material correctly, I did not at that time check more accurately into the background of this statement.

No Reality Behind Data

The article including my comments, and including the statement from the ANSI committee, was not out more than a couple of days when I had a call from Dr. Ruth Davis, the director of the Center for Computer Sciences of the National Bureau of Standards. It did not take her long to show me that my reading of the ANSI statement had been totally wrong.

Readers Respond

Dear Alan:

When you finish solving the problems of Robert D'Unger, you might tackle the problems of the *Reader's Digest* computer which has managed to shorten Robert Kahn and Associates to Robert Kahn Ass — and that addresses me as Dear Mr. Ass.

I attempted to block further mailings from them when their vice-president promised to remove my name from the list but did not by filing it as pornographic material but unfortunately I did not keep the original envelope.

Trusting that their computer is one that never forgets a title — and knowing that their vice-president has no control over what they mail to — I look forward to receiving another one, at which time I will have it classified as pornographic and personally objectionable to me.

Robert Kahn

Lafayette, Calif.

Not that the content of the ANSI statement had been wrong — the bureau had in fact objected to a single standard. But it did want a number of standards, pointing out that a single standard was not better than the current de facto standardization and was simply playing into the hands of one segment of industry!

The words may have had the same form but the intent of the NBS report was in the opposite direction to the ANSI committee report and gave no support whatsoever for the refusal of the committee to even take a position on the Japanese proposal.

After I talked to David I read the report. I can't see how anyone who read it could think the National Bureau of Standards had reported against a concept such as

The Taylor Report

By Alan Taylor, COP



Must Cobol Be Inefficient? — Part I

Cobol is inefficient. Yet, like the weather, no one does anything about it. Cobol inefficiency is a major problem which is increasingly important in the world outside the computer department. It results, however, in higher necessary monthly bills to the user department.

It also may mean that new computer applications are postponed or cancelled, as a result of the EDP department's inability to guarantee operating costs or because EDP is no longer willing to do whatever the costs. But unnecessarily high charges are symptoms rather than causes. It will do us no good to ignore the technical facts which cause them. Cobol inefficiency, if it is to be reduced, must be understood on technical grounds.

The real problem is that the measure of "normal programming" is inadequate. It is impossible to determine the inefficiency of the "normal programmer." Moreover, programming is not even the correct item to measure. What is important — when studying Cobol efficiency — is the capability of the *executed* program, by comparison with the full capability of the computer itself. It is not the capability of two contending programs that must be measured. Instead of the comparison with another programming method, the real study has to be related to the capability of the computer system.

The question is not whether a Cobol compiler produces more efficient programs than a hand programmer, the question is whether Cobol programs are running the system at 90% efficiency, or at 20%.

The Optimization of Cobol

To make Cobol programs really efficient, therefore, will be a formidable task. It will involve the same type of pioneering that initially going to Cobol programming did in the early days. It is not an item that can be just passed off to one member of the programming staff to do in his "free" time. However, it may be the alternative to efficient Cobol is a major reduction in the number of Cobol programming jobs existing in the 1970's, the importance of improving Cobol efficiency cannot be overstated.

Always a new concept starts its own jargon. For Cobol efficiency the jargon may be "program optimization." One "optimizes" Cobol programs rather than stopping them from being inefficient. Unfortunately, like most pieces of jargon, the words "Program Optimization" are misleading. As mentioned before, a program is simply a set of instructions. Inefficiency only occurs when these instructions are executed. The data is passed through the program. It is therefore not the programs that are inefficient, but the program/data/computer system which exists when the program is being executed that is inefficient.

Improving the standardization of channel-level interfaces.

I don't know what to do about the ANSI committee's failure to accurately characterize the NBS support. I could of course argue against the position — but what would be the use? I have no real evidence of support.

The user groups have remained unaligned since — perhaps because they fear that their suppliers will not give them support if they ask to have their own representation.

The large associations so far have spoken — perhaps because they have to speak to all their members before they come up with a decision. This is understandable but at the same time it means they are so out of synchronization with

the operations that a ballot is now totally meaningless.

What is the good of balloting with misleading data? Frankly I don't understand so at this time I will only say that I plan to have the matter raised at the next X3 meeting and will report later on what happens.

In the meantime I will be happy to hear from anyone on the subject of this standard or of standards in general and how users can get support.

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under an operating system. The operating system is one that has been tailored to the particular needs of the installation by generating it under the control of various control cards.

Now should we forget the control entirely and let the machine operator. He is often able to allocate the physical devices — tape units and disk drives. He may have the tapes and disks ready for loading, or he may not. He may schedule the machine well, or badly from the point of view of throughput. He also can certainly be considered to be a major factor.

That gives us eight sets of variables — the source program, schedule, JCL, input, file sizes, compiler, operating system, and operator — only one of which is under the control of the programmer.

Now is this the end. Many other people, by their actions, are contributing to the profile of the machine operator as inefficient, and so contribute to the profitability of the installation. Surely in all these areas we can find methods for improving efficiency without having to leave everything to the programmer. With this available, surely we can make Cobol efficient in a systematic manner.

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SOFTWARE & SERVICES

Study Asks: Are Synthetic Benchmarks Possible?

By Don Levitt
Of the CW Staff

FALLS CHURCH, Va. — The development of a representative library of standard benchmark programs focusing on specific DP tasks (rather than entire applications) appears to be technically feasible, according to Major Jim Spradling, assistant director to Major Gen. Spradling, assistant director of the Army's Business System Evaluation Directorate.

These benchmarks would be operational but synthetic programs composed of variable task-oriented instruction streams, data files and procedures from which the user can extract and tailor a sufficient number of programs to represent his workload profile.

By overcoming the problems involved in creating or extracting "real" benchmarks, Spradling said, the standard benchmarks—if they can be developed—should provide both user and vendor with a better way of evaluating proposed hardware systems.

While the task-oriented approach should make benchmarking more useful to both

user and vendor, it should also ease the development of the logic that should be built into each of the modules from which the user/vendor creates his workload profile, he added.

Basic Tasks Identified

Spradling is chairman of a Department of Defense steering committee organized last fall to work up these standard benchmarks for DOD use. His committee and a task group under it have identified nine basic DP tasks that "probably" should be in the benchmark library: Modified Sort; Edit; Sequential Update; Indexed Sort; Edit; Sequential Update; Random Update; Report Extract; Compute; Remote Inquiry and Remote Update.

To shape these overall modules to the user's profile, Spradling sees a software program in the user's foreground running at the same time as his application program to find the "functioning factors" appropriate for the job.

It would be used to identify how much of the application systems being studied

was devoted to each of the basic tasks. Spradling's group is working on the logic of six of the nine basic modules it has identified. Beyond that, it has begun to shape the concept behind the standard benchmarks into a work statement that is soon to be released as a request for proposal for the contractor.

Under the RFP, Spradling will ask the successful bidder to look at the concept and validate it "to some degree." Is it workable? Is there anything that should be added? Deleted? These are the questions he hopes to have answered.

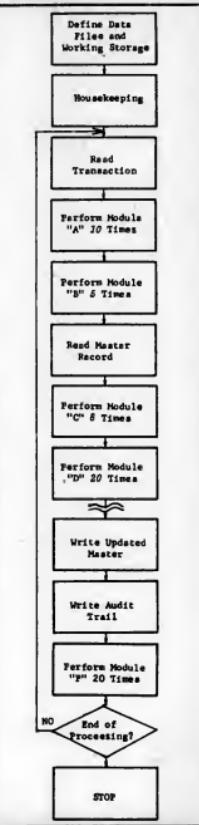
More importantly, in his view, the contractor will be asked to develop a generalized system design as appropriate for a method of profiling the user's workload, making it as transparent to the user as possible.

Spradling is enthusiastic, but not sanguine about the possibilities of actually getting the standard benchmarks operational. He anticipates that by year-end "we should know exactly where we are going. If it looks like we have something solid, we'll proceed." On the other hand, he admitted that his effort "may" be going up a blind alley.

Standard benchmarks may prove to be inappropriate for some evaluations, he said, noting that unique benchmarks might well be needed to check out very large systems.

Each module within this synthetic update performs one type of operation. Parameter entries control the extent of each operation and how often it is repeated. Module A, for example, might include moving five characters 40 times, moving 1,000 characters five times, and moving 500 characters 15 times. →

He said his project is more precise than the National Bureau of Standards Task Group 13 which was organized earlier this year to study benchmarking in general. Spradling's directorate is part of the Army's Computer System Selection and Evaluation Command, located in the Nasell Building here.



'Bacus' Presents System Usage, Rerun Data in Management Terms

NEW YORK — IBM 360/370 users who have accepted the concept that monitoring software can be useful, but who have been disappointed with the voluminous and hard-to-read output of some current systems, may be interested to learn what they're after with the Booz Allen Computer Utilization System (Bacus) package from Booz Allen & Hamilton Inc.

Bacus comes in two versions, one geared to Job Accounting data generated by DOS and the other to System Measurement Facility (SMF) generated by OS/360-370. That in itself is not unusual, but its extensive use of graphical displays—some printed directly on the 1403 line printer, others made available from simple report output—sets Bacus apart, a Booz Allen spokesman said.

Bacus also focuses more sharply than other systems on editing accumulated data so the data makes better sense than it would if taken at face value. The evaluation of apparent run statistics is one of the Bacus strong points, the company noted.

The package works with codes carried in the job control stream to determine if a run is a normal production or a rerun, and if it is a rerun, to show the reason for it. Management should be aware, the spokesman noted, of whether reruns are caused by operators or by machine problems so they can take corrective action.

The Bacus approach also allows for varying the number of production runs for different programs, so the maximum time that a program is run in a day once it is given can be more precisely interpreted as a rerun situation. By pegging this code scheme program-by-program, however,

excess runs can be quickly spotted as such and reported, the spokesman said.

Bacus requires at least 90K bytes of main memory even under DOS, although the company said it could make some modifications if it has to fit a smaller partition size.

One package sells for \$7,500 for "real" memory systems under either OS or DOS, and \$10,000 for a VS version.

Booz Allen is at 245 Park Ave., 10017.

Source of Cobol Labels Listed

WILBRAHAM, Mass. — DOS/360 Cobol users can have better documentation than IBM's compilers provide, but avoid the sometimes overwhelming output of flowcharting packages, with the Cobol-Map II system now available from Hansco Data Processing Inc.

Cobol-Map II generates two listings normally as part of the user's compilation process. The first lists the binary code of the user's Cobol-Map II system now available from Hansco Data Processing Inc.

The second record, which Hansco said is unique, is a substitute for the Cobol compiler's listing. In addition to information usually available in that listing, the Hansco report charts bidirectionally the label references to and from each statement in the program, cross-referencing directory, indicating by line number the source program references to every data and procedure name.

The second record, which Hansco said is unique, is a substitute for the Cobol compiler's listing. In addition to information usually available in that listing, the Hansco report charts bidirectionally the label references to and from each statement in the program, cross-referencing directory, indicating by line number the source program references to every data and procedure name.

With this listing, the first time a label is encountered, the system provides a table of all line numbers that make reference to the label. At each statement that refers to

symbolic labels, Cobol-Map II lists the line number of the label origins, in the order of their appearance within the statement.

While the reports themselves are direct carryovers from the earlier Hansco Cobol-Map, they now include a feature which tags the label references after the name of the labeled field, if it is, for example, the receiving field of a MOVE instruction. By marking those statements that change a field's contents, the listings should permit more rapid debugging, Hansco said.

Cobol-Map II runs three to five times faster than its predecessor, largely because it is now a one-pass system rather than a five-program operation. It also requires much less JCL preparation.

Cobol-Map II is priced at \$249.95 and is made up of a number of relocatable modules. Documentation and an interface with the user's compiler and a year's maintenance are also part of the package.

Hansco can be reached through P.O. Box 236, 01095.

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Cooperative R&D Work Through AMM Saves Manufacturers \$50,000 Annually

CHICAGO—A decade of cooperation in research and development in industrial engineering has helped companies participating in the Advanced Manufacturing Methods (AMM) project sponsored by ITT Research Institute, save from \$50,000- to \$200,000 per year in operating costs, according to AMM manager Eugene L. Magad.

AMM now includes representatives from 38 companies from Europe, the U.S. and Japan. Organized around a steering committee and a series of working groups, the project has focused

on software and quantitative techniques that provide better analysis, planning and control of manufacturing operations.

AMM was set up ten years ago with a small group of sponsor companies who put up seed money to get the project started and who continue to support it financially. New participants are welcome, but the most important requirement, Magad emphasized, is a genuine willingness to take part in the R&D activities.

Companies in the automotive, appliance, electronics and busi-

ness machine industries form the largest segment of support within AMM, Magad said, although the techniques and tools developed are product independent. Future work under consideration includes assembly system capacity planning, model grouping, mixed model assembly line scheduling, and the use of computer systems for shop floor control, machine and equipment location planning and multiple shared man-machine simulation programs.

Fees for new clients are \$20,000 for the first year, which includes all users' and programmers' manuals, 10 one-day days of advisory visits, technical meetings, steering committee representation, access to computer software plus mail and telephone problem-solving.

Continuing participants receive all of the foregoing services for \$7,500/yr with the number of days of advisory visits reduced to four.

ITT Research Institute is at 10 W. 35th St., 60616.

'Interrogator' Puts Report Prep, File Maintenance on Load-Go Basis

ST. LOUIS, Mo.—Non-DP users with access to a 32K 360 operating under DOS have another report generator and retrieval system to consider. The Interrogator from Simpli-mation Inc. is designed as a system that includes all the functions related to report preparation, file generation and file maintenance.

Interrogator is not intended to replace programming languages, the vendor stressed. Rather it is a load-and-go processor shaped to the user's needs through parameterized entries, no default options and no specific software.

The system can be used to process two files simultaneously, or as many as nine files consecutively. Processing of more than two files is possible as an added feature.

The system is similar to many others in its support of fixed and variable length, blocked and unblocked tape records, and either sequential or index-sequential disk files. But it is distinguished from many other report generators by its support, as both input and output, of 1400 series

In addition to allowing reformatting, expansion and contraction of files, and extraction of summary and detailed information from the files it is processing, Interrogator also includes a range of operation codes to determine the sequence of processing steps. Comparison, editing and bit testing, or comparing all available, including Boolean logic tests.

The Simpli-mation system utilizes five coding forms and in that respect is very similar to the widely used RJE system. Setting of control-panel breaks, printing of all subtotals and rolling of totals to higher levels when breaks occur, and automatic page headings, including date and page number are part of Interrogator. Interrogator operates under OS, DOS or TOS, the company



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COMMUNICATIONS

Data Briefs

Cassette Feature Added To TC-71 Keyboard/Printer

RALEIGH, N.C. — Terminal Communications has added a tape cassette feature to its TC-71 keyboard/printer terminal. The TC-71 is designed as a replacement for the IBM 2740 communications terminal.

The TC-74 Tape Cassette Unit allows messages to be keyed into the terminal in an off-line mode and transmitted later. Similarly, data can be received on-to the tape cassettes and read from the tape at any time.

The TC-74 costs \$2,575 and rents for \$81.50/mo. The TC-71 prints terminal costs at \$10.50/mo. \$4,800 and \$6,700 or \$165/mo. Delivery is 30 to 60 days from 3301 Terminal Drive, 27611.

RCA Teleprinter Offers APL

CAMDEN, N.J. — The RCA Model 38 ASR teleprinter is now available with an optional APL coding system.

The unit prints the 88 APL character set.

The Model 38 ASR is available as a private line or with optional data set. The private line version with APL coding leases for \$75/mo including service from the Cherry Hill Offices, 08101.

Stores Combining POS, On-Line Credit

SEATTLE, Wash. — Nordstrom, Inc., with 12 stores in Washington and Oregon, has combined an electronic point-of-sale system with on-line credit authorization in all its stores.

The two systems are 215 NCR 280 retail data terminals installed on the selling floors. Each terminal is connected to an NCR 723 data collector, which in turn communicates with the NCR Century 101 computer located at the firm's Seattle headquarters.

During business hours, the Century 101 computer is dedicated to credit authorization. After business hours, at night, the Century 101 polls the terminals. After processing, NCR 260 data terminals thermally print a variety of reports for management.

User Goes on Dataroute

OTTAWA, Ont. — M. Loeb Ltd., a wholesale grocery distributor here, has become one of the first non-time-sharing subscribers to the Dataroute, the new Bell Canada digital transmission system.

Installation was completed on June 1, 1973 between the company's IBM 370/145 system and the corporate data center here and a Remington 2780 terminal located in Montreal. Present installation of a 24-hour, 4,800 bit/sec service will generate a savings of \$3,000 annually in transmission costs, the firm stated.

The company plans to install additional systems in its other Canadian divisions as the Dataroute expands.

Tests Show

Users Can Share Satellite Circuits

By Ronald A. Frank

Of the CW staff

NEW YORK — Engineers are now being conducted on government-funded satellite data communications networks may help overcome transmission propagation problems when commercial packet-switched satellite systems become operational.

Researchers associated with the Arpa and Aloha communication networks have found several approaches to avoid transmission "conflicts" when more than one data user accesses a shared satellite channel simultaneously.

A stationary satellite acts as a "purr" transponder repeating whatever it receives and beams this transmission back down to earth, according to Leonard Kleinrock, professor of computer science at the University of California.

The broadcasted transmission can be heard by every user of the system, and in particular a user can listen to his own transmission on its way back down, Kleinrock told NCC attendees at a session on satellite packet communications.

When a portion of one user's trans-

mission reaches the satellite, while another user's transmission is being transmitted, the two transmissions "destroy" each other, he said. One solution to this problem is a random retransmission delay to spread the conflicting packets over a period of time.

Another solution is to allocate fixed time segments or "slots" whose duration is exactly equal to the transmission time of a single packet. If the packets begin their transmission at the beginning of a slot, conflict will be restricted to a single slot duration. This type of scheme is known as a "slotted Aloha" system, Kleinrock said.

A third method for allocating the usage of a shared packet satellite channel is to schedule the users and assign them to specific time periods. This approach is used in a reservation system.

When satellite time slots are freely utilized by an user having data traffic, there is a "channel utilization limit of 36%" to insure that [transmission] conflicts are not too frequent," according to Dr. Lawrence Roberts, director of information processing research for the Arpa network.

Despite this limit and possible associated transmission conflicts, the free channel reservation method is preferred to preassigning time slots to specific stations and giving them to be unused, Roberts said. The free usage by any station in the network is implemented in the Aloha system between Hawaii and California.

Common Queue

In order to further improve on the Aloha method, a reservation system can be introduced, Roberts suggested. Under this method, the satellite channel is divided into time slots of 1,350 bits. At required intervals a slot is subdivided into smaller segments which are used for transmission reservations and acknowledgments. The smaller slots are used on a contention basis with the Aloha technique. This reservation system creates one common queue for all stations.

Roberts also described some of the operating data gathered on the Arpa network. Experience on the Department of Defense net shows that the data traffic is proportional to the total dollar value of computer services being moved through the system, he said.

"The total traffic generated by one dollar of computer usage is about 315 communications packets with 50% being transmitted in each direction. If \$200,000/yr in computer resource usage is generated within a geographic region, 2K bits of data traffic will be produced of which one-half or 1K bit is leaving the region, he said.

Within the next few years between 0.25K bits and 10K bits of data traffic will be exchanged internationally, Roberts predicted. In a related forecast, David Walden, senior computer scientist at Bolt Beranek and Newman said that the first shared satellite channels will be in service by the end of this year.

FCC: Vital Statistics Missing From Bell Claims on Net Harm

WASHINGTON, D.C. — The Federal Communications Commission staff has told the Bell System that vital information is missing from its recent submissions on harm caused by customer-provided equipment connected to the phone network [CW, May 16].

In a letter from the common carrier bureau, AT&T was told that the FCC staff has not found "statistically meaningful differences" between the harm caused by telephone company-provided equipment and customer-provided units.

The FCC staff said "vital information regarding the sampling methodology is missing" from the AT&T submission, and "key statistical parameters are not provided." The letter said figures provided by Bell "indicate that the rate of customer-provided equipment troubles...in comparison to the total number of the interconnected units is falling." This "tends to confirm some of the statements" from AT&T about harm, the FCC staff said.

Bell was asked to reply within 30 days to 13 specific questions regarding its statement.

The FCC letter also challenged the AT&T claim about unnecessary dispatches of repairmen by citing the Rochester Telephone Corp. Network Protective Device (NPD). The NPD has a provision that allows troubles to be tested

from the central office without a visit to the user site, the FCC letter said, and it has been suggested that the System planned to "incorporate diagnostic testing features in conjunction with its use of connecting arrangements."

AT&T was asked to meet with FCC staff experts "as soon as possible" to review the "sampling methodology" of its study on harm.

Sycor 250 Replaces IBM 3270s

ANN ARBOR, Mich. — Sycor Inc.'s 250 series of intelligent on-line terminals is plug-compatible with the IBM 3270 at a lower cost, the firm said.

The firm also introduced three printers to be used with the terminal.

The terminals have 9K bytes of read-only memory and up to 6K bytes of programmable memory, with all of the terminal's operating functions contained in the read-only memory.

The 250 Series is designed to operate as a remote communications terminal on multipoint or point-to-point private lines. The unit transmits data at up to 4,800 bit/sec in binary synchronous.

The printers — Models 2581, 2582 and 2583 — operate at 40-, 80- and 165 char./sec, respectively. All are capable of print-

ing two separate continuous forms at once. The Model 250, in clusters of four, rents for \$480/mo on a one-year lease including maintenance. Purchase price is \$15,650 for a cluster of four.

A Sycor spokesman said these prices compare with the IBM 3270 rental of \$525/mo or \$22,460 purchase.

Stand-alone prices for the Model 250 is \$122/mo or \$1,650. The Sycor spokesman compared this with \$135/mo and \$6,100 for IBM's 3270.

The 2581 printer rents for \$180/mo, including dual tractor feature and maintenance. The cost of the 3582 printer is \$200/mo or \$7,000 purchase, and the 2583 printer leases for \$255/mo or \$9,000.

Sycor is at 100 Phoenix Drive, Suite 100.

Dear Ms. [redacted]:

... when you took me to see the magician that scared the lady in half?

Magic has just done the same thing to line costs!

Believe it or not, they have a modus capable of full duplex data/bits transmission at 1600 bits per second over dial-up or two-wire analog lines.

Think of the impact that will have on users of CRTs, cassette, and all sorts of

lines that have been forced to plod along at 200 bits per second or less

with half duplex 1600 bits per second operation.

This modus is really something. Ms. [redacted] gave four times the data, rate of your 100

bit/sec. transmission, plus a lot more, hand shaking, and disconnect.

While maintaining the same line discipline, and more efficient, full duplex mode forever. The

magical modus will even handle line costs.

I hate to tell you, Ms. [redacted] the WA2400 can be used in Modic's Multiple Data Set or

switched service, which has analog and digital inputs, consisting of all EIA interface

cards, built-in 2048 and 1600 baud test signals. It can also be used with any of

the standard data disk drives.

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With the proper training and contacts, you can increase your income by acting as a finder for companies in the computer industry. For example, a person with a database of \$3,500 to \$10,000 in individual names and addresses, and a computer, could earn \$3,500 to \$10,000 in a computer system that is available to him. The user might be interested in a computer system that is available to him. In fact, practically all segments of the industry — but, you have to know the proper contacts.

A concise, yet complete book on the subject has been written by an EDP consultant. The book, "How to Find Computer Work," is \$12.45. It includes chapters on locating companies that pay fees, how much they pay and when, how to approach them, how to find them, how to make money from your findings, and protect yourself, how to avoid the deadly mistakes, and other vital information required to successfully conduct your business. The book is available by mail from the author at the pre-publication price of \$12.45. This one-time \$3 is for the limited number available. Payment must accompany order.

Western Venture Press, Box 422, 1995 Unter Ave., Denver, Colo.

As operating systems get more complex, efficient use of hardware gets more difficult. So a variety of new software tools have been developed to aid users in making their systems more efficient. DP evaluation programs analyze equipment utilization; simulation packages show how hardware will function before it's installed; hardware monitors check whether individual pieces of equipment are functioning according to specifications; and optimizers help make process coding more efficient.

These are some of the products we'll be looking at in our July 25th Software Supplement, edited by Computerworld's software specialist, Don Leavitt. Much of the information will be based on the experiences of companies who have used these products. And our research has shown that they can be quite effective. For example, one user we've talked to reported a 33% decrease in running time on a package of 13 programs after they implemented a computerized efficiency analyzer.

Greater efficiency for your EDP system. That's what you'll be learning more about in our July 25th Software Supplement. If you're a user, it'll be well worth the reading. And if you're marketing in this area, it'll be well worth the advertising. Closing is July 6th. Don't miss it.

For more information, contact the nearest Computerworld Representative.

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Features Debut At NCC

Communications Units Enhanced

By Ronald A. Frank
of the cw staff

NEW YORK — Enhancements to previously introduced data communications systems were much in evidence at the NCC. Among the type of products was the programmable communications termination unit from Collins Radio Co., new diagnostic features for the General Datacomm Industries 201 modem, a Touch-Tone data entry capability on the General Computer Systems Inc. 2100 key-entry system, and a "Mini-Tec" CRT unit from TEC Inc.

Collins, Dallas, Texas, showed its programmable channel termination group (PCTG) that can operate as part of its time division exchange TDX-L1 system or in similar communications systems. The PCTG unit can control up to 64 lines in the 50 bit/sec to 9,600 bit/sec (low-speed) or the 2,000 bit/sec to 50 kbit/sec (high-speed) categories.

The Collins unit provides capabilities similar to the IBM 3705 and can also adjust bandwidth based on the terminal equipment that is interfaced and the programmability desired by the user. Both point-to-point and multidropped lines operating

either in ASCII or EBCDIC can be handled. The unit can have from 8K to 32K of storage and costs \$40,000 to \$70,000 depending on configuration.

Diagnostics on Modem

General Datacomm introduced diagnostic features for both the dial-up and private line versions of the 201 modem. The 201-9 operates at 2,400 bit/sec on private lines with the Datasnoop feature that allows remote loopback of the data set on the digital side in either point-to-point or multipoint networks.

Combined with a companion Analog feature on the analog side of the line, the 201-9 at a remote site can be analyzed with respect to terminal, modem, or line failure — all from a central site. The 201-9 costs \$900 plus \$300 for the diagnostics on multipoint systems or \$200 for the diagnostics on point-to-point nets.

The 201-5 operates on dial-up lines and has built-in capabilities to detect DC supervisory signals. This means the modem can recognize

when a circuit has been inadvertently disconnected, regardless of the reason. In a comparable Bell 201 data set if an EOT tone is not detected, the data set takes over and the terminal or CPU can remain dedicated to a dead line, the firm said. The General Datacomm 201-5 has the capability to detect and correct such a situation. The data set costs \$1,200 from the company in Wilton, Conn.

Push-Button Input

General Computer Systems, Dallas, Texas, added a Datatone controller to its source data entry system that allows any Touch-Tone phone to enter data. The data entered on the phone is stored on disk and then entered onto CPU-compatible tape after formatting.

The operator at the phone can verify the data entered into the system by listening for two types of tones generated at the central site. A correct entry will cause a steady tone to be generated while an invalid entry will result in a "warbling tone" being sent to the operator. The controller can handle up to 32 phone lines and costs \$635/mo, plus \$35/mo for each phone line.

TEC Inc. introduced its small Mini-Tec CRT for TVI replacement applications. The CRT will be used as a data input unit for minicomputer-based systems. The unit can operate at six switch-selectable speeds from 110 to 9,600 bit/sec using ASCII code. It can handle asymmetrical data rates and contains a 960-character buffer.

The display can be interfaced with cassette tape or printer peripherals through an RS-232 plug, and it is compatible with Bell 202 or 103 modems or their independent equivalents. First deliveries are scheduled for October from Tucson, Ariz.

Satellite Transmits Airline Reservations

Special to Computerworld

SYDNEY, Australia — Qantas Airways is now operating one of the longest computer links in the world between its reservations computer here and the airline's new North American Headquarters in San Francisco.

Using the Pacific Ocean Intelsat IV satellite, Qantas is sending its data 22,300 miles above the earth. It takes about three seconds for a message to be sent from San Francisco to Sydney, processed and displayed on a computer terminal back in San Francisco.

Qantas' computer, known as Qantas II, is based on two IBM 360/65 processors which work with the IBM developed Inter- (International) Programmed Airline Reservations System through a Honeywell communications front end. It is housed with two additional IBM 360/65s for general data work.

Efficiency's the word in Computerworld's
July 25th
Software
Supplement



Everybody's talking about the great things Honeywell's doing for big computer users. And not-so-big users.

Our newly announced Model 6025 system. It offers new technology including MOS memory. It's an easy, economical way for small-scale and medium-scale computer users to enter the large-scale systems environment.

Our other highly successful Series 6000 systems. They're designed for a broad spectrum of business-minded users, and now they're more appealing than ever because of important improvements.

Our recently announced Multics System. It's designed for research, academic, and network-oriented users who need unique security, programming, and centralized data base features.

New Low-Cost Entry to Honeywell Series 6000. Regardless of the make of your present computer, if you're a small- or medium-scale user who wants expanded capabilities and long-range growth opportunities, Honeywell's new Model 6025 system is big news.

Easy Expansion. The Model 6025 is the new beginning system in Honeywell's Series 6000 family of large-scale computers. It competes aggressively in a lower range of processing capability, while retaining upward-compatibility features for significant future growth capability.

Easy Conversion. Particularly geared to the COBOL user, the 6025 system includes conversion packages for fast field-upgrade from less powerful and competitive systems, and Honeywell's traditional broad system support and training.

Easy-to-Use Software. The 6025 represents an inexpensive first step with Honeywell's General Comprehensive Operating Supervisor (GCOS) Executive System. GCOS is the software that automatically performs all Series 6000 data processing functions. It's widely acknowledged to be one of the best software products in the industry.

Multidimensional Processing. The Model 6025 can acquire multidimensional capabilities by adding a front-end network processor, and grow into a full range of multiprogramming operations. It can handle batch processing, remote job entry, time sharing, message switching, and transaction processing, while maintaining constant access to a common data base.

Big Start on a Big Future. The Model 6025 can serve a company's far-flung operations by means of a nationwide or even worldwide communications network. You can achieve economies of scale to help your company stretch its data processing budget today... and for years into the future.



Our Series 6000 Computers. Now they run stronger than ever.

We've also made lots of important improvements in existing models of our large-scale Series 6000 systems—improving still further the multidimensional processing capabilities of Series 6000 and GCOS.

New Capabilities for Management of Network Processing

We've developed new software that provides improved control over the computer communications network. It's called Network Processing Supervisor (NPS)—a communications operating system resident in the 6000 system's DATANET 355 front-end network processor.

The DATANET 355 hardware is one of the many things that helps make Series 6000 so powerful. It performs the routine communications jobs associated with network management. Terminal and line control functions are transferred from the main computer to the network processor, thereby conserving the central system

resources, reducing system overhead, increasing reliability and improving system throughput.

Our new NPS software for the DATANET 355 lets the user monitor, analyze and control his network right at the main site—without interfering with the normal system activities.

Advanced features include:

1. Statistical recording and reporting to provide current and historical information about network operation.
2. Supervisory control, making it easy to monitor and control the network events when necessary.
3. Complete system and data integrity, with automatic restart/recovery and support of fail-safe configurations.

4. Capability to journalize data for data integrity and information retention.
5. Customizing features to meet individual requirements.
6. A flexible and powerful message switching capability for terminal-to-terminal information exchange, completely integrated with the other NPS functions.

Satellite Systems for Regional Locations

Our new remote network processor doubles as a remote batch processor and as a remote message concentrator. You can place one of these satellite systems in each regional center of your computer network to handle local processing rapidly—at a low cost. At the same time, they tie in your regional centers to the central system.



Broader Fail-Soft Capability

We've made the fail-soft capability of the upper range of Series 6000 systems available on the smaller 6030 and 6040 models. Such a fail-soft system has at least two of every system module, all running under the control of a single operating system. Should any module fail, the other module continues to operate, making optimum use of the available modules and still providing all of its multidimensional capabilities.

There are multiple benefits from such a configuration:

1. Total backup for every module within the configuration offers high system reliability.
2. A unique on-line test and diagnostic capability permits removing a module from the system for servicing while the other modules continue to operate, thus greatly improving system availability and up-time.
3. Enlarged multiprogramming and multiprocessing capabilities make possible system performance to match the workload—for better throughput.
4. The price/performance is significantly improved, compared to the cost of two separate systems with the same throughput capability, as only one operating system is required to schedule and govern the entire hardware resource.

Larger Memory Sizes

Expanded memory sizes throughout Series 6000 offer users more latitude for growing applications and services. As many as four million bytes of memory can be used to do more work at the same time. And bulk store capability offers supplementary memory for high-speed data input and output—to strengthen time-sharing and transaction processing performance.

More Peripheral Options

We've added new peripherals (including new types of magnetic tape drives, and a new card reader, card punch and printer) to increase the range of choice for matching input/output requirements with system performance.

GCOS Operating System Enhancements

We've added a number of features (such as the File Management Supervisor) to the GCOS executive system to provide more data security and make data management easier for your staff.



Our Multics System. A great new way to bring the resources of the computer to multiple users.

Honeywell's Multics System represents an innovative concept for generating, controlling and distributing computer power—a concept of computer usage so advanced that it redefines the meaning of time-sharing and interactive processing.

(Multics stands for Multiplexed Information and Computing Service.)

Multics is a unique combination of computer hardware, software, communications and supervisory techniques. We believe it's one of the most powerful and sophisticated systems in the world.

Maximum User Orientation

Honeywell's Multics System incorporates many of the most user-oriented programming and supervisory techniques yet devised. These techniques are available to all users automatically through the Multics operating supervisor. For example, the Multics System provides small amounts of service to small users, and large amounts to large users, within wide limits, on immediate demand, and with maximum efficiency. For billing and control purposes, it keeps track of the amount of service each user receives.

Advanced Virtual Memory

The Multics System offers the most advanced virtual memory capabilities available. Virtual memory was included in the design from the very beginning. The primary purpose of the Multics System virtual memory is to achieve controlled sharing of information among the system's users.

Information is organized into *segments*. A segment may contain programs or data, or may be a directory of segments. Segments and their directories are organized into a single "tree-structured" hierarchy which forms the storage system for users, for administrative and accounting information, and for the software system itself.

The movement of this information from the main memory back and forth to secondary storage is completely automatic. Programs and data are paged through main memory. Only the currently active pages are held in main memory, with the Multics System fetching additional pages as required.

Increased Programmer Productivity

Explicit paging and segmentation techniques are automatically applied to the operating system, to all programs, and to data bases within Multics. The laboriously detailed programming typically needed to manage file inputs and outputs and from memory to memory is eliminated. The programmer may extract, revise and reorder at will from existing programs, just as though he were combining photocopies of paragraphs and chapters from a number of different books in a library. And just as in photocopying, the programs are not affected but remain intact and accurate.

Flexible, Easy-to-Use Programming Environment

The system has been implemented in PL/I, which is also one of the user's main programming languages. This lets him profit from the facilities of the system on a module-by-module basis, rather than through a single applications/system interface as provided by conventional systems. The use of the PL/I language enforces a modularity and consistency of programming style which makes possible the continuous evolution of software.

Open-Ended Growth Capabilities

The combination of the most powerful virtual memory system available and the advanced hierarchical memory "tree" concept, both of which encompass main and secondary storage, provide the Multics System with an essentially open-ended capability. Huge quantities of symbolic and addressable secondary storage can be added to accommodate almost any requirement. Processors and memory can be added or removed from the system without interruption to users. And there is no need to shut down for system update, for accounting or management functions, or for user errors.

Decentralized Administrative Structure

Unique administrative monitoring and control features are used to allocate resources so that even a small user is protected.

Multics defines three distinct levels of administration: system, project and user. The system administrator allocates resources and memory to projects; the project administrator allocates the assigned resources among the users on his project. Each user, in turn, can allocate his assigned resources among other users.

Sharing of Information

Multics permits controlled sharing of programs and data through the use of the access control mechanism. The majority of segments on the system such as compilers, library routines and user procedure segments are pure procedures. Only one copy of them is needed regardless of the number of users who may be executing them. Having only one copy provides that 1) information never loses its identity in a system-wide sense, 2) the out-bound portion of system traffic is reduced, and 3) use of main memory is greatly reduced.

Dynamic, Multiple-Level Security Control

Privacy and security for protected data and files were a primary Multics design consideration, and were implemented into the Multics hardware, resulting in superior security features.

A uniquely effective concentric-ring security structure controls individual user access to selected programs and data—in addition to the more traditional privileges of read, write, and/or execute access.

The user may define the names of persons who may have access to each segment and the type of access they may have. Consequently, access to data may be precisely tailored to the application—rather than being restricted by the system.

The ring protection features, and paging and segmentation techniques provide close to ideal on-line system characteristics for security control.

A Reliable File System

Information stored on-line is protected by an incremental back-up system. This system copies onto magnetic tapes every segment whose contents have been changed during the backup interval. A straightforward



technique permits the retrieval of a segment from these tapes and its incorporation with the on-line file system.

The Multics system is so reliable that the user may trust the only copy of his program or data to it.

That's why everybody's talking about the great things Honeywell's doing for big computer users.

Working hard to make our computers work harder for you. That's a philosophy we have at Honeywell.

And we've found that philosophy pays off. So far, customers have ordered more than 250 hard-working Series 6000 systems.

If you'd like to see Multics or Series 6000, or if you'd like arrangements to be made through your nearest Honeywell office. Or for more information write: Honeywell Information Systems (MS 061), 200 Smith Street, Waltham, Massachusetts 02154.

The Other Computer Company:
Honeywell

Firm Pays for CE Training

IBM 1620 'Doing Fine Down Under'

By Toni Wiesmann

Of the CCR Staff

SYDNEY, Australia — The climate "down under" seems conducive to a long and productive life for computers, but apparently in some cases users must pay for the training of their own customer engineers.

Armcoc Co. reported that its IBM 1620 is still going strong, successfully running a commercial data base system. Current applications include not only a seven-type system of sales, marketing and finance information, but also fabricated inventory, job costing, engineering design and market analysis.

Debtor and creditor processing is presently in the development stage.

Armcoc is more than pleased with the cost/performance of the 1620, which it purchased for 15% of the original purchase price. The one problem is maintenance because the computer is considered

a "vintage" machine. "IBM did not have any persons trained on the 1620 Model II and we were charged us \$5,000 to train two of their engineers," said Ross Mackay, Armcoc's DP manager.

"Before purchasing the 1620, we were running engineering design programs on a GE time-sharing terminal at a cost of \$3,500 to \$4,000 per month. All of these programs were simple to convert to the 1620," Mackay said.

Six Years Young

Armcoc purchased the computer from St. Andrews's University in Scotland three years ago; the 1620 was then six years old. The company installed it at its Switzerland, Australia, headquarters and began running engineering design programs.

Since then commercial applications have been added to the Fortran machine. These new applications necessitated the

addition of a permanent file handling system, which the original specific configuration did not include. A non-vendor system now handles fixed and variable length records.

The configuration includes 60K of BCD memory, three 1311 disk drives, card punch and reader, and a 600 line/min printer.

Not Overworked

The system is running well and is in no way overworked. The computer runs 10 hours a day — six of routine work and four of testing.

"I expect to get another four years service from the machine," Mackay concluded, but he added that it is useful when it depends heavily on IBM's willingness to help maintain it.

However, Mackay expects IBM to give him one year's notice in the event they consider stopping service.

OEM Products

While equipment in this column is primarily for Original Equipment Manufacturers (OEMs), in most cases it is also available to end users. Further, while some of this equipment is not presently available to the end user, it may be available in the future in products that may be incorporated into end-user equipment.

1,200 Bit/Sec FSK Modem Handles Synchronous Data

FORT WASHINGTON, Pa. — Tel-Dynamics has announced the Model 7202S OEM data set, which operates at 1,200 bit/sec. The speed medium, FSK modems, is capable of transmitting and receiving synchronous digital data over the public (DDN) network or private lines.

The 7202S can be operated full-duplex over four-wire lines or half-duplex over two-wire lines. The synchronization time required is 60 msec from the start of received FSK data, including the carrier detected turn-on delay.

Immediate delivery is available from 525 Virginia Drive, 19034.

Serial Printer Uses One Hammer

SECAUCUS, N.J. — A 15 char/sec, 80-column serial page printer, the Facit 4553 — uses only one print hammer.

The one hammer design means fewer moving parts and thus, a more reliable operation, according to a spokesman for Facit-Addo, Inc.

Printout is made on pressure sensitive paper with characters formed in a 5 by 7 dot matrix. The serial page printer contains a microprocessor electronics including a character generator contained on two expandable PCBs.

It is priced at \$795 in single quantities with volume discounts available from 501 Robin Drive, 07094.

Disk Plugs to Most Minis

GOLETA, Calif. — The M200 series of fixed-disk disk drives are available in configurations that are plug-to-plug compatible with most minicomputers, according to Applied Magnetics Corp.

Interfaces available include those for the PDP-11, Nova, Super Nova, H316, H316 and others.

The disk subsystem is available with storage capacities to 9M bits.

Cost depends on size and number of disks and the interface ordered from 75 Robin Hill Road, 93017.

Closed-Loop NC Controls Machines

IRVINE, Calif. — Synergistic Products, Inc. is offering its Model 1800 Computrol NC/C unit for machine control.

The SPI Computrol N/C is an integrated circuit, absolute-positioning controller. It has a closed-loop servo system designed to drive and continuously monitor the X and Y motors on almost any two-axis positioning system. Special purpose computer circuits are incorporated in the system to permit performance of 24-bit additions and subtractions.

These circuits also monitor velocity, position and velocity profiles that result in higher tracking speeds, with optimum start/stop characteristics, the firm said from 1902 McGaw Ave., 93705.

Other OEM Products

The HF Computer Controlled Receiving System — HR-240NS from Lorch Electronics Corp., Englewood, N.J. — covers the 2 to 32 MHz range and can be used in surveillance, communications and radio direction finding.

A 10-in. thermal strip chart recorder from Esterline Angus, Indianapolis, Inc., is designed for applications involving oscillation of the writing element, slow change input signals and continuous unattended recording.

From AUERBACH... Books that help you Plan and Control Data Processing

1. COMPUTERS: Auditing and Control

Elie G. Jencura, CPA, and Arnold H. Berger



2511 / \$14.95

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Here is a practical set of guidelines for preventing costly EDP errors before they occur. It sets minimum standards in seven universally applicable control functions — pre-installation, organizational, development, operations, processing, documentation, and outside data centers.

199p paper / \$10.00

5. MODULAR PROGRAMMING

Jeff Maynard

Covers economic and other advantages of the use of modular programming in data processing. First it describes the theory of modular programming, then it shows you how to apply practical considerations to the actual working of the system. Covers program production, methodology of modularization, and a simple system of conversion for any program specification.

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6. THEORETICAL ANALYSIS OF NEW INFORMATION SYSTEMS, 4th Edition

Borie Langefors

This book describes the analysis and design of information systems from both the analytical and theoretical viewpoint. It covers not only management information systems but other applications as well. Primary emphasis is on basic principles of analysis in practical systems work and theoretical research.

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7. AUERBACH ON SMALL BUSINESS COMPUTERS

Explains the criteria for assessing the merit of computer use in a small business environment. Also less costly approaches to data processing when a SBC is not needed. Everything you need to know to take advantage of SBC's.

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8. AUERBACH ON TIME SHARING, Revised Edition

A valuable reference for the present and prospective user of a time sharing service, this book aids the choice of a service based on the best information available. It surveys current technology, describes equipment and associated languages, specifies benchmarks for evaluation of a time sharing service.

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3. CDP REVIEW MANUAL - A Data Processing Handbook

Roger A. MacCurdy and Reid Henderson

A comprehensive review for the COV exam. 537 Q's & A's encompass all major D/P subject areas: equipment, programming and software, DP management, accounting, mathematics, statistics, and systems analysis and design.

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4. TECHNIQUES FOR DIRECT ACCESS

Keith London

A much needed reference that introduces you to all aspects of direct access devices and their uses. Hardware characteristics and basic software approaches are described. Devices treated are those most widely marketed and those with the best performance. It also considers theory and fundamentals of data design, with specific discussion of sequential and random storage and access. Specialized file structures, file security and control, programming and general software are also covered.

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Firm 'Finds' FBI's Fingerprint Reader Full of Related Uses

By Ken Shonk
of the CW Staff

BUFFALO, N.Y. — Automatic signature verification applicable to credit cards and checks, identification of photographs and access control through the use of unmanned personal identification terminals. These are all present development projects of Calspan Corp. using the technology the company developed for Finder, the FBI's prototype fingerprint reader.

"The personal identification terminals which read a fingerprint directly from a finger is the most advanced project," according to Ron Swonger, a development engineer directing Finder-related projects.

"We've had a version operating now that has a false acceptance rate on unauthorized applications of less than one in 1,000."

The primary use for the terminals, the company said, would be access control, especially at access gates where it is not economical to have a guard. Losses of cargoes from theft and damage exceed \$1 billion" annually, Swonger said, pointing out the need for such access control.

The primary problem in the development of the personal identification terminals, according to Ron Swonger, is identification as well as data transmission over low-cost communications lines, Swonger related.

Calspan developed Finder, which led to new advances in automatic image processing, under a five-year, \$1.25 million contract with the FBI and in cooperation with the National Bureau of Standards. The NBS worked on the development of automatic identification, classification and matching algorithms, which comprise the search operations.

How Finder Works

A small general-purpose computer controls Finder's operations, which start with the loading of a standard fingerprint card. A flying spot scanner then scans each print at 100,000 points per square millimeter, 0.002 inch, resulting in 500,000 measurements per print in a half second. Photomultipliers measure the reflected light from each point on a 16-step scale.

Readings are processed through a special-purpose computer that enhances the image by moving a square "window" 25 points on a side across the arrayed data sequence and changing all the grays to black or white.

A second "window" 16 points on a side analyzes the binary image and identifies ridge endings and bifurcations, locations where the ridge split or end in Y's.

On each print Finder picks out about 80 of the tiny characteristics which differ-

The Line Forms Here For the Grocery Club

LOUISVILLE, Ky. — Consumers already have computerized car rentals, dating services and banking accounts, and now housewives here are being offered computerized grocery clubs.

Call-A-Mart is the computerized supermarket branch of Mark Weiss, who claims his service can offer same-day delivery of groceries at prices competitive with regular markets.

\$5 Catalogue

"Members will phone in their orders selecting the items they want, which costs them \$5. Call-A-Mart operators then punch the order into a computer which tabulates the total cost, adding a \$1 service charge for orders less than \$20; processes the order through the warehouse; and prepares delivery truck route maps."

"Initial membership will be limited to 3,000," said Weiss, "but within a year we'll be offering service throughout the city and across the river in Indiana."

tiate between individual fingerprints, achieving a detection rate of better than 90%.

Calspan developed Finder and the personal identification terminal in its image-processing laboratory using two PDP-9s connected back-to-back with 16K bytes of shared memory. Some of the analysis of the criteria for image-processing development was also done on the company's IBM 370/165.

"Both signature verification and serial photograph analysis applications of our technology are still in the laboratory experimental stage," Swonger reported.

"The fundamental problem in signature verification is the variability," he said, "due to pen, position, and paper as well as substantial changes in style and changing signatures over time."

Swonger noted an acceptable false reject and acceptance rate for a usable system would be about one in 500.

Computers 'Outpsyche' Psychiatrists

HONOLULU — The unreliability of the clinical method for arriving at psychiatric diagnoses has led to several efforts to utilize computers for integrating clinical observations into psychiatric diagnoses," attendees at the American Psychiatric Association's annual convention were told here recently.

Assisting the use of computers in assisting psychiatric diagnoses, Dr. Robert L. Spitzer, M.D., June 14, director of the New York State Department of Mental Hygiene said out of 100 consecutive patient admissions, 65 of their computerized diagnoses were in agreement with therapists' diagnoses.

In 20 of the cases the computer diagnoses were reported as helpful, while in 15 the computer diagnoses failed.

Failures were attributed to "poor ratings by the therapist, poor algorithms and inconsistencies between

what was reported in the clinical records and what was noted on the automatic rating scales finally, ambiguities in the official (psychiatric) nomenclature," Spitzer and Endicott said.

The researchers cited several advantages of computer-generated psychiatric diagnoses:

- "First of all, there is the value of necessarily perfect reliability in the sense that given the same data, the computer program will always yield the same diagnosis."

- "Secondly, the computer program can utilize rules developed from a large and more diverse sample of actual patients than any single clinician can command."

- "Third, the rules by which a computer makes a diagnosis are explicit and public."

- "Finally, empirically based rules constitute at least potential advances in our scientific understanding of the complex relationship between symptom characteristics and diagnoses," the researchers said.

Converting your DOS programs to OS used to be a shot in the dark.



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CI Notes

Univac Obtains License

To Build Memorex Disks

SANTA CLARA, Calif. — Univac has obtained from Memorex Corp. a non-exclusive license to manufacture Model 651 and 652 flexible disk units for use in Univac products.

A Memorex official said Univac will buy the units on an OEM basis until it begins production.

Memorex is currently manufacturing the 651, and deliveries of the 652 are scheduled for the fourth quarter, after it has been configured to be media-compatible with the IBM 3740 data system.

Univac officials declined comment on the firm's plans concerning the disk units.

UCC Effects Realignment

DALLAS — University Computing Co. has realigned its organization into five divisions in order to strengthen the profit and growth potential of its commercial, banking and engineering/scientific computing groups.

The divisions are: Commercial and Aerospace Group; Scientific and Engineering Division; International and Contract Services; UCC Europe; and Energy Group.

The realignment will allow specialization by product and by industry, eliminating excess equipment, facilities and functions, observed Donald G. Thomson, president.

AMs Cuts Payroll

SUNNYVALE, Calif. — Advanced Memory Systems, Inc. (AMs) has reduced its payroll by 110 overhead and support personnel.

The move is designed to reflect a slower market for memory expanded levels of business, the firm said. Although new orders continue to be strong, AMs had prepared for a higher level of sales than is now expected, President Robert Lloyd said. Shipments of IBM-compatible systems are expected to be below the maximum levels specified in contracts, he added.

Cogar Corp. has ordered \$500,000 of 1K MOS RAMs from AMs over the next year.

Supershorts

Decision, Inc., Oakland, Calif., has received a contract from Cummins-Allison Corp. for its OCR 7600 page scanner. The equipment, valued at over \$3 million, will be marketed as part of Cummins' Key-scan data entry system.

Megadata Computer and Communications Corp. has licensed Leigh Instruments, Ltd., Ottawa, for the manufacture and sale of Megadata CRT terminals in Canada.



1400 PROGRAMS STILL PICKING YOUR POCKETS?

BY CW STAFF WRITER

NEWTON, Mass. — A survey of 370 users has indicated an "overwhelming" response to IBM's four-year term lease plan, indicating "IBM finally goofed in reading the marketplace," according to *EDP Industry Report*, a publication of International Data Corp., a market research firm here.

Although 76% of the respondents indicated they used their systems enough to consider the plan, which eliminates overtime charges, only 6% said they signed up for the plan on their rented virtual storage 370s.

Furthermore, the respondents indicated

a key reason for declining what many users said would be a 13% annual rental reduction was the desire to keep their flexibility. Sixty-four percent said the lock-in, extension and termination constraints figured heavily in their decision, and 20% answered moderately while 6% said the constraints played a minor role, and 10% said they were not a factor, according to the report.

Not only were positive responses to the plan taken seriously about a month after the plan was announced, but the plan may have backfired, "since its promise of long life for VS/370 seems to be promoting

more interest in purchase and third-party leases," the report observed.

In addition, the response indicates that users are becoming more independent and more "confident of their ability to do it themselves; they more clearly see through IBM's moves," according to the report.

"For every user who has ordered a 370 for rental and who now plans to take IBM up on its four-year plan, almost two have opted for an acquisition method — purchase or third-party lease — that defuses IBM's plan to extend its lease to insure monthly payments for an extended period," the newsletter reported.

Although users frequently change their minds, current orders of VS 370 systems for rental at the time of the four-year term lease (4 yr) announcement indicate 38 rentals, 15 third-party leases, three purchases and nine four-year terms.

In the survey, the net effect of the 4 yr announcement is negative. Twenty-two percent of the 155 and 165 users "moved away from monthly payments to IBM while 10% that had planned to buy outright from IBM (direct or via third party) have accepted the 4 yr," the report said.

The plan had the largest impact on 158s and 168s on order, with 158 future users leading to converts to the 4 yr. About 50% are switching from one acquisition method to another, of which more than a third will go to a third-party lease and an equal number to the 4 yr.

In the 168s, of the 75% considering switching methods, many are going from purchase to third-party lease, apparently to maintain more flexibility, the newsletter observed.

The plan evidently appeals less to users of small 370s, which may illustrate the smaller user's need for flexibility and lack of equipment definition two or four years out."

The majority of responses from the 155 and 165 users, for whom the plan is not available, indicated they would consider it if eligible.

The 4 yr did not seem to appeal to users already engaged in third-party leases. They indicated they converted to third-party lease for economic reasons in the first place, and the reasons still applied.

Inforex Pact Found in Default

BURLINGTON, Mass. — The General Services Administration has notified Inforex, Inc. that it considers the firm's key-to-disk units in default under its contract to the Social Security Administration.

"Inforex denies that it is in default under the contract, and will vigorously contest the decision," Inforex President T.B. Horng stated.

The dispute involves performance of the software in a benchmark run recently by the GSA, a spokesman said.

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Vendors Call CRT Terminal Market 'Very Competitive'

By Molly Upton
Of the cw staff

NEW YORK — While several vendors acknowledge the CRT market is very competitive, few see any likelihood of further reduction of prices, at least in the next year, according to a recent *Computerworld* survey.

"The market is as competitive as possi-

ble," noted Jeff Lamm, sales manager of Infoton, Inc. He mentioned he is not concerned about competition from units offered on rental basis, as he said this Infoton Vistar/GT is cheap enough just to buy. The unit is priced at \$1,595.

Tektronix, known for its graphic CRTs, has come out with an alphanumeric unit,

the 4023, "priced in the exact range" of other units, "which has to say something" about the market, noted Paul Trischitta, Philadelphia district manager. Duke DeForest, vice-president of marketing for Beehive, said it's the old supply

CW Inquiring Photographer

and demand factors. Although Beehive has a mini Bee at the low end of the line for \$1,650, he said he doesn't foresee any run on the bottom end of the line.

He noted the user has increasing options from which to choose, and has to be careful to select a terminal that will meet both his present and future needs in terms of compatibility.

Ortron's vice-president of research and development, Russell C. Dubois, said his firm views its CRTs as part of a system, with the unit selected determined by requirements, rather than as a single price item. "Absolutely, it's a competitive mar-



DeForest

ket, but everything in DP is," he observed.

The CRT market is expanding, and yes, there is a price war, according to Bill Terry, national sales manager of Lear Siegler, Inc.

Everyone is trying to bring down the price, he noted, but he foresees prices remaining stable for about a year, because of manufacturing and components costs. He added that further price reductions depend largely on conditions in the integrated circuits area.



Dubois



Terry

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Foreign Orders & Installations

Postipankki, the Finnish Postal Bank and PostGiro, has ordered a Trace (transaction control and encoding) document processing systems from AB Recognition Equipment Industri to process up to half a million daily transactions for the users of the postal giro.

Kassenärztliche Vereinigung, an association of four regional medical insurance societies in West Germany, has ordered four Univac 1106 systems for administrative tasks including a nationwide integrated network to coordinate the clearing of doctors' bills and social insurance claims.

Eastbourne Waterworks Co., Great Britain, has ordered a Century 101 system from NCR. The system will provide engineering data such as water treatment reports, in addition to handling business applications.

E.B. Eddy Co., a Canadian paper producer, has ordered nine Series 1000 Model 75 control systems from Measurax.

Bentalls, a British department store, has installed 45 NCR 280 electronic point-of-sale terminals.

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Packages or In-House?

Myths of Software Vendors Revealed

By a CW Staff Writer

NEW YORK—Software vendors, or firms considering entering the market, tend to believe at least three separate myths, according to Burton Grad, director of development for cross-industry applications at IBM.

At an NCC session on the status and future of software, Grad warned that too long a delay in seeing the reality in any of these areas could be disastrous.

The myths, he said, are: there is no monolithic body of software that can be packaged; there is no market of users; and there are no easy profits.

Today, programmers in the 50,000 or so U.S. installations are writing something like a million and a half new programs each year, and on top of that, "we're writing lousier software than we've ever written before," Larry Welke, publisher of *ICP Quarterly* said.

This situation, he added, exemplifies the "funny thinking" that accounts for the inefficient use of most DP. The in-house development of so many programs, he said, "is like the 49,000-odd ways of processing payroll."

Twenty-five years into DP and we find ourselves asking no more of a program than "does it work?" Welke noted. Users shouldn't have to depend on their own skills to get the basic applications into operation, he said.

Instead, the acquisition of software packages, even if they have to be tailored somewhat, can lead the DP management to business-like thinking. Packages have clearly defined functions, clearly stated cost (below in-house development costs) and—perhaps most important—availability within specified time constraints.

They can also reduce the burden of managing an essentially mundane task so they can spend more time understanding the system software and optimizing its operation for the installation's needs. That may well be vital, he noted, "when OS becomes no more than a subset of something much worse."

Package user Adrian Basile, chief of applications systems at White Plains, N.Y., tended to agree with his fellow panelist, but added that his shop tends to use system and support packages, rather than applications. "We know the logic we want

in the processing and feel we can write it better in-house," he said.

Earlier in the panel discussion, Philippe Dreyfus, president of CAP Europe, a software development firm in Paris, spelled out problems in attempting to sell software in Europe, but noted that the market is growing anyway. IBM is the dominant vendor, overall, he admitted, but its position varies drastically from country to country.

Politically and legal differences mean there are "zero openings" for any broad-based business-oriented applications packages. Technically-oriented applications and system and utility packages are feasible, he said.

The way European businesses operate has an effect on the potential market as well, Dreyfus continued. Phone calls and mail responses are not really acceptable; personal visits are required. Europeans also tend to be more secretive in their operations, which makes it hard to know what their requirements are, but leads to "common law acceptance" of contract terms without concern for patents and trade secrets, he added.

Contracts

Data Dimensions, Inc. has been awarded a contract by United Press International for the development and implementation of a Regional Information Storage and Retrieval System.

Kennco Associates, Inc. has received a contract worth over \$170,000 from the Industrial Ceramics Division of Norton Co., Worcester, Mass., to design, develop and test an inventory control system.

Atlantic Research Corp. has been awarded a contract by the Baltimore Regional Planning Council to develop an Improved Emergency Medical Service communications system to serve six jurisdictions in Maryland.

Continental Can Co.'s Metal Operations has chosen Scientific Time Sharing Corp. to support the company's nationwide ac-

counting operations. Value of the contract is expected to exceed \$165,000 annually.

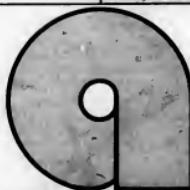
Xynetics, Inc. has begun delivery of a \$1.5 million shipment of Model 2000 plotters to Camco, Inc., Richardson, Texas. The plotters will be incorporated into the Camco computerized apparel and shoe manufacturing industries.

GTE Sylvania Inc. has received a contract for about \$3 million from the U.S. Navy to perform a competitive concept validation study for a global communications system.

A facilities management contract involving the installation and operation of an NCR Century 101 computer system for four area commercial banks has been signed in Libertyville, Ill.

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The OS version of CIMS offers an additional REPORT WRITER system which allows the user to generate specific reports. The REPORT WRITER accepts SQL data as well as any other sequential data. Reports are generated to show the impact of virtual

storage paging, device utilization, wait time, CPU dependence and storage allocation requirements. The Report Writer supports HASP accounting records and provides a flexible method of providing installation charge back reports.

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EM&M Seeks to Expand To a Multiproduct Base

By Marvin Smallheiser

CW West Coast Bureau

LOS ANGELES—Electronic Memories & Magnetics Corp. (EM&M) plans to create a multiproduct base that ultimately will lead it into the systems business.

Edward M. Farris, president and general manager of the Computer Products Division, said:

"We now realize that in order to get our cost of selling down, we must bring to the market more than just memories."

He said EM&M is looking to expand the product base through internal development, OEM agreements and acquisitions.

Mainframes Unlikely

A front-end processor as well as other peripherals are possibilities, he said, but there is no burning desire to get into the mainframe business.

EM&M, he said, is three to five months away from introducing a peripheral outside the current memory line.

Core has been EM&M's bread and butter and Farris said he believes it will be an important part of the memory market for a long time to come. Semiconductors are notwithstanding.

"I expect to see a dramatic increase in the growth of core bits used in the next five years," Farris said, citing the trend to larger and larger memories.

Semiconductors now "are not able to obtain the cost/performance ratio" in any volume to take a mainframe position. If a core needs two to three million bits

of memory, core is still the lowest cost way and highest performance way," he said.

Farris, however, said core and semiconductors are complementary and will grow together.

"Ultimately we have to be in the semiconductor business and there is no doubt in my mind that semiconductors will take the position in the hierarchy of memory that core now enjoys."

Semis Attractive

EM&M, he said, is making substantial efforts to develop semiconductor memory and is shipping bipolar devices.

An NMOS memory will be available in the third quarter and in production in the fourth quarter, Farris said.

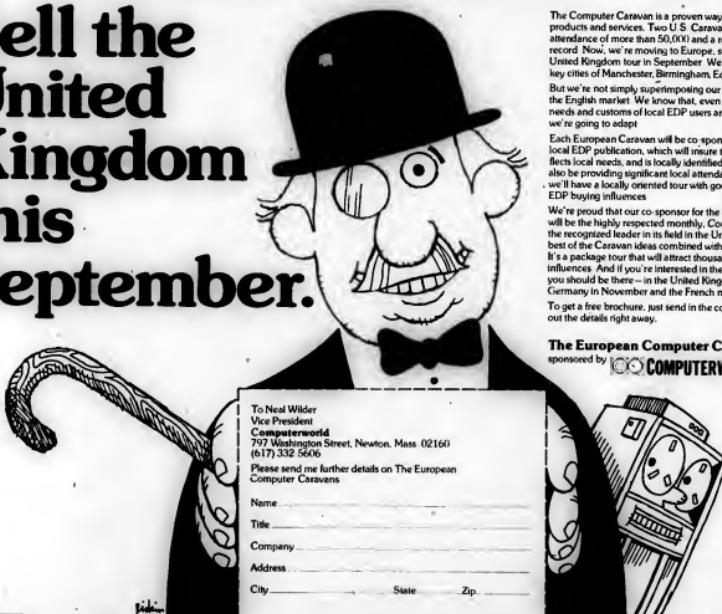
It will be used for a memory for the 370 Model 145, if it is ready in time; otherwise bipolar will be used for the NMOS integrated later, he said.

Farris said the overriding problem in the market now is an extremely severe price erosion in core add-on and replacement memory, but noted "there is a general firming up of prices."

One of the reasons for the price erosion, he said, was that "very few" of us recognized the cost of supporting this product. "We all came out of the OEM business and didn't know what was required to support the end-user product. We didn't do a good job of estimating the cost of support."

Farris said EM&M's Memory Products Group will have a "banner year" in 1973.

Sell the United Kingdom this September.



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DP Exports Spur Rise in UK Industry

LONDON — A rise in exports of computer products spurred an overall increase in the industry in the UK, according to a report published by the Department of Trade and Industry here.

Exports in 1972 reached a total value in 1972 of \$276.3 million of total deliveries of \$762.3 million during the year and the proportion is expected to continue to increase, the report indicated.

As an example of the growing significance of exports to the overall industry picture, the report cited the improvement in exports over 1970, before the industry experienced its slump.

Home deliveries in 1972 reached \$490.9 million, a 5% improvement over the 1971 figure, but still less than the 1970 level of almost \$508 million.

Exports, however, were not only 12% greater in 1971 than in 1970 but topped the 1970 figure of \$247.1 million.

The portion of export deliver-

Eldorado Shifts Lineup

CW West Coast Bureau

CONCORD, Calif. — Gene N. Landry, president of Eldorado Computer Corp., has assumed additional duties as a corporate vice-president at the parent company, Eldorado Electrodata.

Dennis Mandell, formerly western regional sales manager of Eldorado Computer Corp., has been promoted to director of marketing for the computer company.

Landrum said his new duties would not lessen the emphasis on the computer effort, which he said is "going full steam."

ies grew 7% from 1971, and at the end of the year export orders accounted for almost 45% of total orders, up 26% from more than three months earlier and 18% above the previous year, the report showed.

The fourth quarter was a record for the industry, with total

computer output of \$244.8 million, an improvement of 5% over the third quarter of 1972 and 19% higher than a year ago.

Computer output for 1972 was up 10% over 1970, with a total of \$849.2 million, a 5% increase over 1970 and 8.5% rise over 1971.

Expansions

Singer Business Machines has announced a construction of a 12,000-sq-ft sales and service center just west of Stennons Freeway in Costa Mesa, Calif.

Hewlett-Packard Co. is erecting a 260,000-sq-ft, two-story building next to the company's headquarters in Fort Lauderdale, Fla., to serve primarily as the firm's national training center.

Hewlett-Packard will begin construction this summer of two general-purpose buildings of 135,000-sq-ft each on the company's 55-acre industrial site in Santa Clara, Calif.

GTE Data Service, Inc. will build an 18,000-sq-ft building in Muskegon, Mich., to consolidate its two computer operations in Muskegon and Owosso, Mich.

Capital Computer, Inc., a service corporation, has doubled its office and production capabilities at its new headquarters at 1800 Silas Deane Hwy., Rocky Hill, Conn.

MSI Data Corp. has built a 47,000-sq-ft manufacturing facil-

ity adjacent to the company's headquarters at 340 Fischer Ave. in Costa Mesa, Calif.

Modular Computer Systems, Inc. has rented a 20,000-sq-ft building next to the company's headquarters in Fort Lauderdale, Fla., to serve primarily as the firm's national training center.

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construction this summer of two general-purpose buildings of 135,000-sq-ft each on the company's 55-acre industrial site in Santa Clara, Calif.

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Acquisitions

Allen-Babcock Computing, Inc. of Los Angeles has acquired Arco Data Processing Services of Portland, Ore., a wholly owned subsidiary of Amoco, Inc.

Computer Machinery Corp. has agreed in principle to acquire Cipher Data Products, Inc., through an undisclosed rate of exchange of common stock. Cipher supplies magnetic tape drives and cassette transports.

A group consisting primarily of British companies has acquired Advanced Systems Inc. for \$20,000 in shares of common stock at \$5.50 a share. The principal firm acquiring Advanced Systems shares is Education Sciences Ltd., Advanced Systems' licensee for Britain and Western Europe.

Boeing Computer Services, Inc. has acquired a significant equity interest of The Leader Corp., a New Mexico-based financial data processing firm, with an agreement to obtain 100% ownership within a

three-year period.

Datamation Services of New York City has acquired the New York DP operations of Infonational, Inc. of San Diego, Calif., for an undisclosed amount of cash and commissions.

Varisystems Corp. of Plainview, N.Y., has acquired the data terminal product line of Maxson Electronics Corp. for an undisclosed amount of cash and future royalties.

Computer Horizons Corp. has agreed in principle to purchase Republic Systems and Programming, Inc. of East Orange, N.J.

Control Data Corp. has acquired Systems Resources Inc. of Dallas, which it will maintain as a subsidiary.

Computer Congregations Corp. has acquired Compute America Corp. for an undisclosed price.

General Automation Nets Record

ANAHEIM, Calif. — A strong third quarter has helped General Automation, Inc. achieve record earnings and revenues for the nine-month period ended April 30.

The firm has exceeded the sales and earnings for the full 12 months of fiscal 1972, noted President Lawrence A. Goshorn.

Quarter Earnings Up

In the quarter, earnings rose to \$564,000 or 23 cents a share compared with \$301,000, including a \$140,000 special credit, or 15 cents a share in the comparable year-ago period.

Datapoint Earnings Head Upward

SAN ANTONIO, Texas — For the third successive quarter, Datapoint Corp. has reported record earnings.

In the three months ended April 30, the firm, formerly Computer Terminal Corp., earned \$592,000 or 32 cents a share,

Revenues for the period rose to \$7.8 million compared with \$4.1 million a year ago.

Nine-month earnings totaled \$2 million or 91 cents a share, including a \$586,000 special credit. This compares with \$12,000 or 50 cents a share in the year-ago period, when a \$442,000 special credit was included.

Revenues reached \$10.6 million a year ago. The firm has expanded its sales organization to "better align management responsibilities with the markets and industries targeted in our long-range objectives," Goshorn added.

Revenues reached \$10.6 million a year ago. The firm has expanded its sales organization to "better align management responsibilities with the markets and industries targeted in our long-range objectives," Goshorn added.

Nine Months

For the nine months, the picture was also bright, with earnings totaling \$1.1 million or 64 cents a share compared with a loss of \$1.8 million or \$1.36 a share in the year-ago period.

Revenues also rose, to \$12.2 million from \$3.3 million.

Datapoint also secured a \$6 million revolving line of credit from the First National Bank of Chicago and Frost National Bank of San Antonio. This represents a \$2 million increase.

Under an amended lease financing arrangement, North American Corp. has agreed to purchase \$5 million of equipment on lease by Datapoint, if available, during each of the two years beginning May 1, 1973.

Data Products Triples Earnings for Year

WOODLAND HILLS, Calif. — Tripled earnings and record revenues were the news from peripherals-maker Data Products Corp.

In the year ended March 31, earnings tripled to \$2.3 million or 34 cents a share from \$703,000 or 10 cents a share a year ago.

Revenues rose 18% to \$59.8 million from \$50.9 million a year ago, and backlog at year-end totaled \$34.1 million, up from \$23.4 million.

During the year, the firm reduced its debt by over \$9 million, doubled its working capital, and increased its tangible net worth to \$5 million, a spokesman said.

Hazeltine Signs Lease Financing Agreement For Display Terminals

GREENLAWN, N.Y. — Hazeltine Corp. has agreed to sell up to \$13.5 million of equipment under short-term rental agreements to Hazeltine Leasing Co., a limited partnership formed by U.S. Leasing International, Inc. and the St. Paul Leasing Co.

The agreement can be extended to cover the purchase of up to \$17.5 million of additional equipment in the following year, and includes such units as the Hazeltine 1000 and 2000 display terminals.

Hazeltine also granted to U.S. Leasing International, Inc. and the St. Paul Computer Corp., Inc., the parent company of St. Paul Leasing Co., the option to purchase up to 25,000 shares each of Hazeltine Corp. common, at \$10 per share, over five years. The rights on half the shares are subject to Hazeltine Leasing extending the agreement for the second year.

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6980, 6981,
7520,
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Mod 8 keyboard
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